

# **Missouri Onsite Wastewater Professionals Continuing Education Units (CEUs)**

## **2014 Pumper & Cleaner Environmental Expo International**

February 24 – 27, 2014

Indianapolis, Indiana

After reviewing the breakout sessions for your conference, Missouri Department of Health and Senior Services, Onsite Wastewater Treatment Program will allow CEU credit for the following breakout sessions. Please note, registration specific (select) units are credited by session for certain professionals.

+ **Partial credit (or no credit) may be allowed if a course is not completed.**

<i>Date and Breakout Session Title</i>		Total CEUs Accepted	Including Select Units for:				
			Installers Basic	Adv.	Insp/Eval	OSE	Perc Testers
<b>Monday, February 24</b>							
8:00 am – 9:00 am	Why Do We Care About Soils	1.0					
	Look Out for Gophers! Taking Care of Mound Systems	1.0					
	Person Safety	1.0	-	-	-	-	-
	Deer in the Headlights	1.0	-	-	-	-	-
	Be Always Profitable: Setting up the Sale	1.0	-	-	-	-	-
9:30 am – 10:30 am	Design for Dummies	1.0					
	ATUs - How to Make Them Work	1.0		1.0			
	Basic Chemistry of Onsite Wastewater Treatment Systems	1.0					
	Be Always Profitable – Your Best Sales Presentation	1.0	-	-	-	-	-
11:00 – 12:00 pm	How to Do a Good Site Evaluation	1.0			1.0		
	Rest Stops: A Case Study of Challenging Wastewater	1.0					
	Be Always Profitable – Servicing Your Sale	1.0	-	-	-	-	-

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<i>Date and Breakout Session Title</i>		Total CEUs Accepted	Including Select Hours for				
			Installers Basic	Adv.	Insp/Eval	OSE	Perc Testers
1:30 pm – 2:30 pm	Designing for Tough Sites	1.0					
	Troubleshooting Onsite Systems	1.0	1.0	1.0	1.0	-	-
	Marketing on a Shoestring	1.0	-	-	-	-	-
	What is a Good Septic System Inspection?	1.0	-	-	1.0	-	-
	Winners Communicate!	1.0	-	-	-	-	-
	Be Always Profitable – Our Attitude to Success	1.0	-	-	-	-	-
3:00 pm – 4:00 pm	What's New with OSHA Safety Requirements	1.0	-	-	-	-	-
	Wastewater & Soils: Clean It Up AND Get It To Go Away	1.0					
	Installation Mistakes: How to Avoid and Fix Them	1.0	1.0	1.0	-	-	-
	The History of the PSMA Hydraulic Load Process	1.0	-	-	1.0	-	-
	Best Available New Technology	1.0					
	7 Things you Should Know About Design, Installation and Maintenance of Precast Concrete Septic Tanks	1.0	1.0	1.0	1.0		
4:30 pm – 5:30 pm	Good Installation for Long-Term User Satisfaction	1.0	1.0	1.0	-	-	-
	Marketing & Customer Service for Small Business Owners	1.0	-	-	-	-	
	The Online Marketing Toolbox	1.0	-	-	-	-	-
	Improving Arizona's Inspection Program to Meet Modern Challenges	1.0			1.0		

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<i>Date and Breakout Session Title</i>		Total CEUs Accepted	Including Select Hours for				
			Installers Basic	Adv.	Insp/Eval	OSE	Perc Testers
	Best Available New Technology: How to Get Your Regulator On Board	1.0					
	Grease Interceptors: A Slick Solution to a Greasy Problem	1.0					
<b>Tuesday, February 25</b>		1.0					
8:00 am – 9:00 am	Don't Fear the Shapefile	1.0					
	Gen & + Gen X + Baby Boomers = #@\$%???	1.0					
	Septic Tank Bells and Whistles	1.0	1.0	1.0	1.0		
9:30am – 10:30 am	What's Important for Your Company: Is it Size, or Profit or Both?	1.0					
	Get and Keep0 the Best Coworkers	1.0					
11:00 am- 12:00 pm	Understanding ATUs, their Service Requirement, and Maintenance	?					
<b>Wednesday, February 26</b>							
8:00am-5:00pm	<b>COLE Publishing's Advanced Installer Course</b>	6.0	6.0	6.0	6.0	2.0	1.0
8:00 am – 9:00 am	Improving Profitability through Tracking	1.0					
	Advertising and Marketing for Service Companies	1.0					
11:00 am – 12:00 pm	Book More Calls – Wow More Customers	1.0					
	Understanding ATU's, their Service Requirement, and Maintenance	1.0	1.0	1.0	1.0		
<b>2014 Totals Most Possible CEUs</b>		<b>14.0</b>	<b>10.0</b>	<b>11.0</b>	<b>8.0</b>	<b>2.0</b>	<b>1.0</b>